

**IN THE UNITED STATES DISTRICT COURT  
FOR THE WESTERN DISTRICT OF TENNESSEE  
WESTERN DIVISION**

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**JESSICA JONES, et al.,**

Plaintiffs,

v.

**VARSITY BRANDS, LLC, et al.,**

Defendants.

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Case No. 2:20-cv-02892-SHL-tmp

**JURY DEMAND**

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**INDEX OF EXHIBITS TO SUPPLEMENTAL DECLARATION OF JOSEPH R.  
SAVERI IN SUPPORT OF INDIRECT PURCHASER PLAINTIFFS' MOTION FOR  
CLASS CERTIFICATION**

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**INDEX OF EXHIBITS**

<b>Ex. No.</b>	<b>Beginning Bates</b>	<b>Cited Page</b>	<b>Description</b>
1.	CB00105800	-5865	September 2014, Management Presentation
2.	VAR00342575	-2623	Pash Nangia March 10, 2022, Deposition Exhibit 1 May 2018 Varsity Spirit Divisional Presentation
3.		308:4-308:7	March 16, 2022, J. Kennedy Deposition Transcript
4.	VAR00101122	-1126, 1123-25	September 2018, Varsity Spirit Pricing Overview Varsity Spirit business segments pricing overview for apparel, camps, competitions
5.		125:23-127:3, 177:4-178:6, 476:9-478:12	March 3 & 17, 2022, J. Parrish Deposition Transcript Vols. 1 & 2
6.	BAIN00055587	-5631	October 17, 2014, Bain Capital presentation on Project Hercules Interim IC “Varsity is the undisputed leader in cheerleading uniforms, competitions, and camps”
7.	FEAS-Ares00075986	-6023	Project Impact Diligence Summary July 2018: Varsity Spirit Business Model
8.	VAR00309429	-9470	Varsity Brands: Varsity Spirit Divisional Presentation May 2018
9.	VAR00351376		January 22, 2013, Email from J. Webb to J. Webb, “Throw It on the wall... Strategy session”
10.	CB00025330	-5396	October 24, 2017, Q4 Board of Directors Meeting Minutes
11.	VAR00310631	-0664	Varsity Spirit All Star Overview
12.	CB00382194	-2197	October 9, 2015, Jam Brands Transactional Summary
13.	VAR00415061	-5061	April 20, 2018 Email J. Sadlow to P. Nagnia, FW: Data room document feedback

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14.		80:18-82:3, 87:7-88:25	November 16, 2021, B. Elza Deposition Transcript (excerpted)
15.			Gabriel Perna, “Varsity Brands Founder On The Big Business of Cheerleading, Chief Executive (Oct. 29, 2018),” last accessed May 24, 2023  <a href="https://chiefexecutive.net/varsity-brands-big-business-cheerleading/">https://chiefexecutive.net/varsity-brands-big-business-cheerleading/</a>
16.		218:20, 223:11-17; Exhibit 21 at page 4, 6-7	April 6, 2022, M. Cota Deposition Transcript (excerpted)
17.	BAIN00089442	-4442, 9457, 9443-9444	April 19, 2018 Expert Calls
18.			Varsity, Undated, Squad Credentialing FAQ, accessed May 24, 2023  <a href="https://www.varsity.com/uca/wp-content/uploads/2020/07/21_uca_squadcredfaq.pdf">https://www.varsity.com/uca/wp-content/uploads/2020/07/21_uca_squadcredfaq.pdf</a>
19.			Varsity, Undated, Cheer Bid Distribution, accessed May 24, 2023  <a href="https://www.varsity.com/nca/wp-content/uploads/2019/07/NCA_College_Bid_Distribution.pdf">https://www.varsity.com/nca/wp-content/uploads/2019/07/NCA_College_Bid_Distribution.pdf</a> ,
20.			Varsity Spirit, 25 February 2022, UCA/UDA College Cheerleading and Dance Team National Championship 2023 Tier Paid Bids, accessed May 24, 2023  <a href="https://www.varsity.com/uca/wp-content/uploads/2022/03/23-College-Bid-Allocations-v2.pdf">https://www.varsity.com/uca/wp-content/uploads/2022/03/23-College-Bid-Allocations-v2.pdf</a>
21.		110:3-25	March 25, 2022, B. Duhon Deposition Transcript
22.	VAR00199569	-9570, 9569	2019 Varsity document named “Varsity Family Plan 2.0_2019.docx”
23.	VAR00182095	-2095-96, 2096	August 14, 2019, Email from B. Elza to J. Newby, “Fwd: Family Plan Leak/ Alternatrive Strategies”
24.	VAR00429874	-9874	January 6, 2015, Email from B. Seely to J. Webb,

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			"Deal Points for NFHS"
25.	VAR00160802		January 24, 2017, Varsity document named "credentialing letter to employees 2017-Final.docx"
26.	BAIN00084543	-4595	February 2018, Bain & Company presentation entitled "Varsity Brands growth assessment"
27.		158:12-18	March 21, 2022, J. Hill Deposition Transcript (excerpted)
28.	VAR00081435		December 7, 2017, Email from B. Elza to J. Nichols, L. Craft, T. LeTard, and J. Hill, "MARDI GRAS"
29.	VAR00242461	-2462	December 19, 2017, Email from K. Brubaker to J. Johnson, et al., "RE: Texas Analysis/Competitor Tracking"
30.		14:11-13, 399:13-400:11	May 12, 2022, J. Webb Deposition Transcript (excerpted)
31.	Webb_IPP_00000618	-0619, 0621	December 2020, "Separation and Consulting Agreement" between Jeff Webb and Varsity
32.			Varsity, NFHS Squad Credentialing, Frequently Asked Questions, accessed May 24, 2023 <a href="https://www.varsity.com/usa/school/competitions/nfhs/">https://www.varsity.com/usa/school/competitions/nfhs/</a>
33.			Varsity, Stay Smart, accessed May 24, 2023 <a href="https://www.varsity.com/home/stay-smart/">https://www.varsity.com/home/stay-smart/</a>
34.			Varsity, Game Day, accessed May 24, 2023 <a href="https://www.varsity.com/school/game-day/">https://www.varsity.com/school/game-day/</a>
35.		94:1-16	July 7, 2022, R. Cotton Deposition Transcript
36.		27:2 - 30:25, 41:11-44:18, 68:23-69:5, 202:10 - 207:18, 207:2 - 213:25, 214:3 - 216:17, 218:10 -	January 20, 2022, C. Lorenzen Deposition Transcript (excerpted)

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		220:8, 218:10 - 220:24, 250:22 – 251:4	
37.		232:8-14, 263:14 - 265:2	February 10, 2022, J. Jones Deposition Transcript (excerpted)